



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

6/21/2023

10:00AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:30 am

Call to Order – Rosamaria Marrujo

- Record attendance: Helen Ornellas, Rosamaria Marrujo, Lauren Bayha, Michele Mills, Kerri Sanford, Dave Fear Jr., Antonette Vanasek, Adam Aguliar, Telly Tasakos, Kyle Frantz, Christine Glaesman, Jackie Martinez and Carmen Perea.
- **Absent:** Angie Caruso, Danny Langarcia, Patricia Rodriguez, Andrew Garnett, Oscar Machado, Cerrina Jensen and Michele Meder
- Review May Board Meeting Minutes:
(**Make a Motion- Approve**) M-Kerri S-Kyle Pass – Y
- **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
 - Review P&L- 5/1/2023 through 5/31/2023
 - Balance Sheet – 5/1/2023 through 5/31/2023
*(**Make a Motion- Approve both**) M- S- Pass –
This motion will be emailed to the board as there was an error on the balance sheet that needs to be corrected.*
- **Presidents Items for Review:**
 - NABIP/CAHIP/SAHU Name Change Discussion – Focus group scheduled for this Wednesday, 6/21 David Brabender, Dave Fear Jr., Rosamaria, Helen, Lauren.
 - ByLaws to be updated with name changes
 - Calendar of Events – Separate attachment
 - Business Expo & Medicare Summit committee update – Date is set for August 30th.
 - Board Retreat for 2023-24: Scheduled for July 20th, 2023
 - Rosamaria & Helen attending NABIP Annual Convention in June
 - Board approved \$100 to send David Brabender flowers on 6/8/2023
 - Motion: Helen Second: Michele Meder Vote passed by Board
 - Region 8 – need to see who wants to go and how many people we can send. \$350 per person to spend. Suggested attendees:
 - David Brabender



- Brad Wright (Human Interest) – Dave’s Mentor for Leg
- **Lauren Bayha – Executive Director**
 - Moxie – giving notice to terminate contract effective August 1st. Keeping them on for filing taxes.
- **SAHU Chair Review:**
 - **Communications- Kyle Frantz:** working June advertising, Business expo and promoting sponsorships. This includes all emails, flyers and social posts.
 - **Community Service-Andrew Garnett:** Absent
 - **Media Relations- Antonette Vanasek:** No updates this month
 - **Programs- Christine Glaesman:** June Member Meeting – Life Insurance Settlements: Benefitting Your Client... and You!. Credit class.
 - **Awards- Michele Meder:** Working on CAHIP Award and will be reaching out to the board if there is anything she needs.
 - **Membership- Angie Caruso:** Absent
 - **Membership Retention-Telly Tasakos:** looks good, losses are due to the members are no longer with there company anymore.
 - **Carrier Relations-Pat Rodriguez:** Absent
 - **PAC- Cerrina Jensen:** Absent preparing for the NABIP Conference
 - **Vanguard- Danny Langarica:** Absent
 - **Professional Development- Adam Aguliar:** Finalizing the program for Business Expo.
 - **Medicare- Kerri Sanford:** No Medicare update this month, working on the finalization of the Business expo and Medicare Summit.
 - **Legislation – Dave Fear Jr:** 5 Bills left three have been pass onto the senate the other two are in the senate.
 - **DEI – Oscar Machado: Absent Oscar** would like to help in membership.

Projects committed to in 2022-2023

- SAHU Sponsorship Matrix updated and on-line for purchase. Marketing team to make the benefits automated with reminders of benefits. Meeting on 7/10 to discuss.
- SAHU Annual Sponsor email reminder to use benefits.



- More in-person opportunities – coffee chats every couple of months. Hour from 8 – 9 at coffee shop. Sponsor can have commercial, questions to talk about. Want to coffee chat in March, Cap Conf is in February.

Review Calendar - Rosamaria

Speaker Calendar July 2022 - June 2023

- July- in Person Biz Expo
- August – No speaker meeting due to Medicare Summit
- September – Panel
- October – Tom Avery
- November – Eric Lofholm – Finishing Strong in Q4
- December – Dark
- January – Brenda Byers – Learn how to achieve your goals this year
- February – Jim Pelley – Embrace Risk, Manage Change and Laugh Often
- March – No speaker meeting due to Crab Feed
- April – Paul Roberts – 2023 compliance for group health plans, CE #388583
- May – Golf Tournament
- June – Lisa Rehburg – Life Insurance Settlements: Benefiting Your Client..and You, CE Speaker – CE #381032

Past Events within last 30 Days

- April 19 – Member Monthly Meeting with Paul Roberts
- April 20 – Vanguard Cornhole Tournament
- May 8 – 10 – CAHIP Capitol Summit

Future Events within next 60 days

- May 22 – Golf Tournament
- June 21 – Lisa Rehburg – Life Insurance Settlements: Benefiting Your Client...and You, CE speaker – CE #381032
- July 20 – SAHU Board Retreat

New Business-

Anthem (Medicare) joining as a sponsor effective 7/1/2023 – Parent company is Elevance Health – RM & Lauren to set meeting



Old Business –

Annual agency model membership – outstanding dues? Sue Wakamoto is researching